

Building our communities one small business at a time...

U.S. Small Business Administration, Emma A. Wilson, Women's Business Ownership Representative
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**VIRGINIA'S MINORITY
SMALL BUSINESS PERSON
OF THE YEAR IS VIRGINIA
BEACH ENTREPRENEUR**



Doña Storey, President of Quality Technical Services, Inc. (QTS) headquartered in Virginia Beach has been named Virginia's Minority Small Business Person of the Year.

Ms. Storey, an Asian-American, created QTS to provide a holistic approach to any level of organizational development. As a result the firm has been repeatedly selected to manage high profile projects nationwide and has attracted strategic partners in industry. This includes the total management of people and equipment and the launch of strategic planning for new products, programs, and processes. QTS' customers include Time Warner, JP Morgan Chase, Johnson & Johnson, the Navy, the Army, IRS, SBA, and various state and local governments. Due to the company's ability to continue with existing projects and provide the state with continuity of information, QTS has become a key provider for the state of New York after the events of September 11, 2001.

A participant in SBA's 8(a) Business Development Program, Ms. Storey credits SBA for playing a critical role directing her company to specific opportunities and teaming relationships that have served to support her growth. The SBA's 8(a) Business Development Program provides management and technical assistance for socially and economically disadvantaged businesses and assists its participants with networking and procurement opportunities.

Congressman Randy Forbes presented the award on Monday, September 23 at the Ft. Lee Procurement Fair, Ft. Lee VA. In addition to her state award Ms. Storey has also been honored with the Region III award. She competed for national honors and represented Pennsylvania, West Virginia, Delaware, Washington, DC, and Maryland as well as Virginia at the National Minority Enterprise Development Week ceremonies which were held in Washington, DC the week of September 23 – 27. Information is unavailable at this time as to whether or not she was a national winner.



**The Vision of Successful
Female Entrepreneurs**

Take a minute out of your business schedule to reflect upon why it is that some female entrepreneurs soar like "eagles" while others can barely make it? The business world is full of

success stories. Hundreds of female entrepreneurs, no different than you, are getting extraordinary things done. Why not you?

There are many traits that distinguish great female entrepreneurs from the mediocre ones. To really be a successful female entrepreneur you must have a commitment to planning, organizing, competence, attention to details and the help of others. Take the time to pay attention to some basic practices that can take you from ordinary to extraordinary.

To check out the websites designed especially for you as a woman entrepreneur <http://www.onlinewbc/>, and through links from the SBA home page <http://www.sba.gov/> and OWBO's home page <http://www.sba.gov/womeninbusiness>

For additional information about SBA's Programs and Services available for women call Emma Wilson (804) 771-2400, Ext. 154 or email emma.wilson@sba.gov.



According to SBA Administrator Hector Barreto, the new and improved **SBAExpress** exemplifies the SBA's commitment to innovation, simplification and dedication in responding to its customers and aligning its products closer to the needs of small businesses.

Under **SBAExpress**, lenders may use their own forms and processes to approve loans guaranteed by the SBA. Minimal paperwork is required for the SBA, and, thanks to the increased focus on integrating technology into the process—transmission of loan applications via Internet or phone lines—the agency can provide an immediate response on most **SBAExpress** applications.

To broaden the client base for these loans, the SBA will offer incentives to lenders to increase the availability of smaller loans, especially loans of \$50,000 or less, while at the same time raising the maximum limit of an **SBAExpress** loan to \$250,000, from \$150,000.

To find out whether or not your bank is a participant in this program call the Richmond District Office of the Small Business Administration at (804) 771-2400.

For more information about **SBAExpress** and all of the SBA's loan programs visit the finance Web page at <http://www.sba.gov>.

SECOND WOMEN'S BUSINESS DAY HELD AT THE SMALL BUSINESS RESOURCE CENTER IN NORFOLK A TREMENDOUS SUCCESS!!!



WHERE:
1130 Tabb Street
Norfolk, VA
(757) 314-4222

The Small Business Resource Center & One Stop Capital Shop in Norfolk hosted Women's Business Day on Saturday, September 21. It was a day of information seminars for women business owners and potential women business owners. Over 100 women participated in the one-day conference.

The seminars were designed to "empower women to believe and achieve success." A few of the topics offered covered financing,

accounting, leadership, and web development.

Empowerment 2010, Inc. has built a plan between itself and varied service partners to strengthen the business community's capacity to grow and create jobs. The Center is located in the Empowerment Zone. If you have not been there you should call and inquire how you might use their services.

The center is open Monday, Tuesday, Wednesday and Friday of each week from 9:00 a.m. to 5:00 p.m. and from 10:00 a.m. to 6:00 p.m. on Thursday.

For further information regarding the SBRC/OSCS and the workshops they have to offer call (757) 314-4222.

DON'T FORGET!!! SUBMIT YOUR SMALL BUSINESS AWARD NOMINATIONS BY DECEMBER 6, 2002.

Please submit your nomination for Women's Business Advocate by the deadline. I am sure each of you knows at least one person you can nominate. Let's make it interesting.

For additional information on the nomination procedure, please contact James Williams at (804)771-2400, Ext. 123. The nomination criteria will be available on SBA's website in the near future.

MARK THIS DATE ON YOUR CALENDAR, BRING A FRIEND AND ATTEND ONE OF THESE!!!



Each month a member of the Minority Enterprise Development staff of the Richmond District Office conducts a workshop to inform individuals who are interested in applying for 8(a) status what is generally required to be accepted into the program. The SBA's Section 8(a) Program is intended for business development purposes to help socially and economically disadvantaged business owners. SBA assists these firms in gaining equal access to the resources necessary to develop their business and, thereby, improve their ability to compete on an equal basis in the

mainstream of the American economy.

To participate in the 8(a) program, a business must be at least 51 percent unconditionally owned and operated by an individual(s) who is a socially and economically disadvantaged citizen of the United States.

The workshops are scheduled for the Richmond area as follows: October 9; November 13 and December 11. All workshops are held at the Federal Building, 400 North 8th Street, Richmond, VA. The workshops are held in the GSA Joint Conference Room, 4th Floor, Suite 426 & 430 at 10 a.m. For additional information about the program contact Tammy Proffitt at (804)771-2400, Ext. 116. To schedule attendance at a workshop contact Gloria Jackson at (804)771-2400, Ext. 115.

An introductory course on the basics of Federal government contracting will be held on October 17, 2002 and again on November 21, 2002 from 9:00 a.m. - 12:00 p.m. at the Chesterfield County Office of Economic Development, Chesterfield County Office of Economic Development. 9401 Courthouse Road, Suite B Chesterfield, VA 23832.

To register for the workshop call (804) 771-2400 Ext. 123 to reserve your seat or you can e-mail your reservation to james.williams@sba.gov

General Business Tip - This month's tip is the **Business Owner's Tool Kit**. This site will give you features on current business issues and a wealth of information from their guidebook. This includes everything from starting your business to getting out of your business. There are dozens of downloadable model business documents, financial spreadsheet templates and checklists are also provided. This site is at http://www.toolkit.cch.com/tools/tool_s.asp. Quicken Small Business relies heavily on the same material for its **Small Business Resource** site at http://www.quicken.com/small_business/.

Richmond SBA Website:
<http://www.sba.gov/va/>
National SBA Website:

<http://www.sba.gov>

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